Increase -- 6 year plan

Assumptions: costs/year from Point's plan
66% renewals based on higher rates
increase after 2001 based on money spent

Year	Avg. Subs	Increase #	Est. Rens	Net Rens	Maintain	Can get	Cost/sub	Total Cost
1995:	17,692	954	10,000	6,600	3,400	4,354	$15	$65,303
1996:	18,646	385	11,000	7,260	3,740	4,125	$40	$165,000
1997:	19,031	-913	12,000	7,920	4,080	3,167	$30	$95,000
1998:	18,117	490	14,000	9,240	4,760	5,250	$20	$105,000
1999:	18,607	2,397	15,500	10,230	5,270	7,667	$15	$115,000
2000:	21,004	2,560	16,000	10,560	5,440	8,000	$15	$120,000
2001:	23,564	2,723	16,500	10,890	5,610	8,333	$15	$125,000
TOTAL						36,542	$22	$790,303

CASH ON HAND 1/15/97
(After payment to Ruth, before payment to Byrd)

Restricted Funds	
Compton	15,000
Designated Funds (For Editorial)	4,000
SubTotal Restricted Funds	19,000
Non-Restricted Funds	118,800
TOTAL CASH ON HAND 12/12/96	**137,800**

PROJECTED CASH 1/31/97

Projected Income Rest of Jan.	**300**
Projected Expense Rest of Jan.	
Scheduled Expenses	
Personnel	8,700
Payment to Byrd	10,000
Fundraising (Chile trip + Retreat)	1,800
Mailing to Readers	10,000
Subscription Development	2,000
Other	6,000
Total	**38,500**

PROJECTED CASH	
Restricted	19,000
Unrestricted	80,600
TOTAL	**99,600**

LIABILITIES

Current	
Cadmus Press	55,414
Cadmus Press for Paper	27,701
Distributor for Old Accounts	472
Frankfurt, Garbus [needs t o be reviewed]	940
Sub-total	**83,587**
Long Term	
Loan Balance after 11/30 payment	73,718
Unused Vacation	2,850
Marin Community Foundation (?)	26,900
Sub-total	**103,468**
TOTAL LIABILILITIES	**187,055**